3/4/88 A8720-2

POTASH & PHOSPHATE INSTITUTE

CALENDAR YEAR POTASH REPORT SUMMARY

(Short Tons K2O)

CALENDAR YEARS 1987 AND 1986

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1987	1986	Change %	1987	1986	Change %	1987	1986	Change %
Beginning Inventory	1,693,794	1,946,547	-13.0%	406,745	357,080	13.9%	2,100,539	2,303,627	-8.8%
(+) Production	8,010,172	7,382,681	8.5%	1,342,594	1,290,569	4.0%	9,352,766	8,673,250	7.8%
(-) Ending Inventory	1,251,312	1,693,794	-26.1%	160,182	406,745	-60.6%	1,411,494	2,100,539	-32.8%
(=) Total Disappearance	8,452,654	7,635,434	10.7%	1,589,157	1,240,904	28.1%	10,041,811	8,876,338	13.1%
(-) Exports	3,432,021	2,879,607	19.2%	583,228	556,323	4.8%	4,015,249	3,435,930	16.9%
(=) Disappearance-Canada & United States	5,020,633	4,755,827	5.6%	1,005,929	684,581	46.9%	6,026,562	5,440,408	10.8%

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

CALENDAR YEARS 1987 AND 1986

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1987	1986	MINE SITE	OFFSITE	1987	1986	1987	1986
MURIATE								
Special Standard	289,276	270,848	11,303	34,587	45,890	30,791	274,177	283,092
Standard	2,498,964	2,225,535	231,865	254,365	486,230	567,142	2,577,916	2,381,932
Chemical	75,569	75,587	3,330	4,054	7,384	8,855	77,040	80,174
Coarse	2,506,234	2,239,045	75,648	240,084	315,732	524,649	2,715,151	2,304,669
Granular	3,175,187	2,909,116	189,847	237,100	426,947	655,016	3,403,028	2,936,891
Soluble	579,940	728,529	23,556	64,601	88,157	236,628	728,411	648,368
Sulphates	227,596	224,590	27,773	13,381	41,154	77,458	266,088	241,212
TOTAL:	9,352,766	8,673,250	563,322	848,172	1,411,494	2,100,539	10,041,811	8,876,338

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JANUARY-DECEMBER	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
MURIATE										
Special Std	120	50	268,034	235,454	-	-	-	-	268,154	235,504
Standard	361,797	353,755	2,187,850	1,952,871	254,434	193,462	11,106	13,432	2,815,187	2,513,520
Chemical	-	384	-	41	61,348	70,141	4,048	1,693	65,396	72,259
Coarse	2,516,355	2,189,299	334,679	284,196	-	-	-	-	2,851,034	2,473,495
Granular	2,349,539	2,073,062	891,210	666,889	-	-	-	-	3,240,749	2,739,951
Soluble	404,306	378,689	115,775	127,190	101,138	110,562	100,585	68,499	721,804	684,940
Sulphates	149,144	146,155	101,806	85,585	5,405	5,128	156	80	256,511	236,948
TOTAL:	5,781,261	5,141,394	3,899,354	3,352,226	422,325	379,293	115,895	83,704	10,218,835	8,956,617

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

CALENDAR 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	13,487	14,009	31,730	5,852	3,641	68,719
AK Alaska	0	427	925	439	0	1,791
AZ Arizona	660	0	1,319	487	160	2,626
AR Arkansas	117	3,468	59,093	8,047	458	71,183
CA California	30,631	20,597	13,628	423	10,744	76,023
CO Colorado	2,896	69	3,878	468	605	7,916
CT Connecticut	0	2,049	1,682	1	404	4,136
DE Delaware	0	606	16,086	168	417	17,277
FL Florida	69,197	22,307	20,342	8,861	36,921	157,628
GA Georgia	18,657	8,750	65,605	13,115	14,868	120,995
HI Hawaii	65	12,405	2,644	0	1,057	16,171
ID Idaho	2,483	10,642	11,248	649	56	25,078
IL Illinois	29,927	515,762	138,356	63,802	2,203	750,050
IN Indiana	12,632	284,883	66,112	43,506	1,799	408,932
IA Iowa	2,788	308,156	162,438	69,501	436	543,319
KS Kansas	2,051	9,295	32,374	3,558	1,246	48,524
KY Kentucky	120	70,725	26,970	847	4,215	102,877
LA Louisiana	13,458	43,532	65,706	10,529	144	133,369
ME Maine	539	0	8,350	124	605	9,618
MD Maryland	6,931	61	15,479	7,667	329	30,467
MA Massachusetts	0	(222)	2,720	1,217	432	4,147
MI Michigan	6,092	160,123	58,872	4,349	2,130	231,566
MN Minnesota	1,285	143,965	233,705	14,643	3,534	397,132
MS Mississippi	0	10,223	15,687	12,706	429	39,045
MO Missouri	20,781	45,334	223,187	26,631	1,051	316,984
MT Montana	91	125	11,197	1,043	18	12,474
NE Nebraska	2,580	4,831	14,317	7,036	4,722	33,486
NV Nevada	0	0	15	0	0	15
NH New Hampshire	0	241	774	0	114	1,129
NJ New Jersey	0	1,855	2,364	1,608	727	6,554
NM New Mexico	2,755	77	5,687	477	1,633	10,629
NY New York	3,383	4,686	50,483	4,593	1,782	64,927
NC North Carolina	7,299	13,497	37,721	13,025	6,560	78,102
ND North Dakota	0	6,734	18,946	163	0	25,843
OH Ohio	16,190	262,614	163,653	18,348	3,179	463,984
OK Oklahoma	2,594	2,187	18,981	1,036	672	25,470
OR Oregon	1,515	7,227	22,356	446	1,353	32,897
PA Pennsylvania	4,210	4,933	44,544	6,846	2,725	63,258
RI Rhode Island	0	34	1,305	236	176	1,751
SC South Carolina	8,076	8,464	35,493	2,536	4,892	59,461
SD South Dakota	0	5,234	8,166	1,560	20	14,980
TN Tennessee	8,907	42,486	79,863	8,453	1,425	141,134
TX Texas	33,720	39,856	70,828	8,381	8,192	160,977
UT Utah	6,843	322	1,360	1	22	8,548
VT Vermont	0	76	2,253	385	428	3,142
VA Virginia	6,748	3,066	60,842	11,058	2,311	84,025
WA Washington	8,202	5,631	24,472	2,616	1,199	42,120
WV West Virginia	0	2,526	611	45	0	3,182
WI Wisconsin	13,272	186,732	100,648	9,280	3,374	313,306
WY Wyoming	285	81	1,546	15	144	2,071
TOTAL U.S.	361,467	2,290,681	2,056,561	396,777	133,552	5,239,038
CANADA						
AB Alberta	246	51	29,470	2,544	11	32,322
BC Brit. Columbia	37	73	1,305	59	268	1,742
MB Manitoba	17	4,480	17,232	2,368	0	24,097
NB New Brunswick	13	6,594	10,110	96	647	17,460
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	7,063	0	21	7,084
ON Ontario	169	186,236	70,927	2,350	4,027	263,709
PE Pr.Edward Isle	0	0	11,763	0	1,605	13,368
PQ Quebec	45	23,960	105,335	30	9,013	138,383
SK Saskatchewan	(77)	4,280	39,773	82	0	44,058
TOTAL CANADA	450	225,674	292,978	7,529	15,592	542,223
TOTAL DOMESTIC	361,917	2,516,355	2,349,539	404,306	149,144	5,781,261
EXPORT SALES	2,455,884	334,679	891,210	115,775	101,806	3,899,354
TOTAL AG SALES	2,817,801	2,851,034	3,240,749	520,081	250,950	9,680,615

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

CALENDAR 1987

NON-AGRICULTURAL.	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	82,013	-	-	22,814	0	104,827
AK Alaska	0	-	-	63	0	63
AZ Arizona	1,129	-	-	14	74	1,217
AR Arkansas	13	-	-	14	621	648
CA California	11,195	-	-	200	579	11,974
CO Colorado	3,482	-	-	15	12	3,509
CT Connecticut	163	-	-	0	0	163
DE Delaware	28,458	-	-	9,099	147	37,704
FL Florida	469	-	-	40	208	717
GA Georgia	1,092	-	-	0	417	1,509
HI Hawaii	0	-	-	0	0	0
ID Idaho	603	-	-	0	21	624
IL Illinois	1,083	-	-	1,533	0	2,616
IN Indiana	96	-	-	201	82	379
IA Iowa	360	-	-	46	70	476
KS Kansas	2,015	-	-	226	155	2,396
KY Kentucky	0	-	-	273	0	273
LA Louisiana	288	-	-	1,264	41	1,593
ME Maine	1,159	-	-	0	0	1,159
MD Maryland	34	-	-	26	152	212
MA Massachusetts	777	-	-	310	47	1,134
MI Michigan	762	-	-	3,131	56	3,949
MN Minnesota	1,309	-	-	202	0	1,511
MS Mississippi	43,297	-	-	39	12	43,348
MO Missouri	4,051	-	-	140	594	4,785
MT Montana	443	-	-	33	0	476
NE Nebraska	655	-	-	46	13	714
NV Nevada	1	-	-	0	267	268
NH New Hampshire	14	-	-	0	50	64
NJ New Jersey	2,381	-	-	204	175	2,760
NM New Mexico	15,919	-	-	2,845	216	18,980
NY New York	15,754	-	-	339	133	16,226
NC North Carolina	356	-	-	67	52	475
ND North Dakota	59	-	-	249	0	308
OH Ohio	18,235	-	-	44,997	20	63,252
OK Oklahoma	5,445	-	-	267	396	6,108
OR Oregon	1,313	-	-	0	0	1,313
PA Pennsylvania	2,580	-	-	335	90	3,005
RI Rhode Island	4	-	-	10	0	14
SC South Carolina	14	-	-	0	0	14
SD South Dakota	0	-	-	13	0	13
TN Tennessee	146	-	-	151	0	297
TX Texas	22,509	-	-	5,790	370	28,669
UT Utah	16,235	-	-	149	60	16,444
VT Vermont	0	-	-	0	0	0
VA Virginia	95	-	-	72	0	167
WA Washington	671	-	-	0	26	697
WV West Virginia	15	-	-	1,082	0	1,097
WI Wisconsin	9,296	-	-	166	5	9,467
WY Wyoming	429	-	-	0	23	452
TOTAL U.S.	296,417	-	-	96,465	5,184	398,066
CANADA						
AB Alberta	2,701	-	-	60	0	2,761
BC Brit. Columbia	0	-	-	0	0	0
MB Manitoba	26	-	-	0	0	26
NB New Brunswick	0	-	-	0	0	0
NF Newfoundland	0	-	-	0	0	0
NS Nova Scotia	0	-	-	0	0	0
ON Ontario	11,658	-	-	338	221	12,217
PE Pr.Edward Isle	0	-	-	0	0	0
PQ Quebec	1,031	-	-	13	0	1,044
SK Saskatchewan	3,949	-	-	4,262	0	8,211
TOTAL CANADA	19,365	-	-	4,673	221	24,259
TOTAL DOMESTIC	315,782	-	-	101,138	5,405	422,325
EXPORT SALES	15,154	-	-	100,585	156	115,895
TOTAL NON-AG SALES	330,936	-	-	201,723	5,561	538,220
GRAND TOTAL	**3,148,737**	**2,851,034**	**3,240,749**	**721,804**	**256,511**	**10,218,835**

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

CALENDAR 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	670	0	0	0	670
Australia	10,098	34,599	139,220	0	183,917
Bangladesh	63,255	0	0	0	63,255
Brazil	61,530	126,772	255,916	0	444,218
Chile	19,535	0	0	0	19,535
China	591,784	0	0	0	591,784
Columbia	12,724	25,284	0	0	38,008
Costa Rica	13,992	0	0	0	13,992
Denmark	74,699	0	1,653	0	76,352
Guatemala	6,834	0	5,516	0	12,350
Holland	35,849	0	97,455	0	133,304
India	87,545	0	0	8,494	96,039
Indonesia	217,861	0	0	0	217,861
Jamaica	0	3,591	4,529	0	8,120
Japan	178,672	94,852	73,107	97,061	443,692
Korea	322,444	0	0	4,484	326,928
Malaysia	245,663	3,385	17,646	0	266,694
Mexico	14,766	0	0	0	14,766
New Zealand	50,553	1,718	0	693	52,964
Norway	26,076	0	0	0	26,076
Peru	2,748	0	0	0	2,748
Philippines	39,386	0	0	0	39,386
South Africa	8,018	0	15,239	0	23,257
Spain	0	0	4,428	0	4,428
Sri Lanka	33,528	0	3,988	0	37,516
Switzerland	108,267	3,685	22,813	0	134,765
Taiwan	54,040	0	0	1,179	55,219
TOTAL AG	2,280,537	293,886	641,510	111,911	3,327,844
NON-AGRICULTURAL					
Italy	0	-	-	25,027	25,027
Japan	1,763	-	-	54,408	56,171
Korea	1,066	-	-	18,238	19,304
Pakistan	12	-	-	0	12
Switzerland	0	-	-	2,912	2,912
United Kingdom	751	-	-	0	751
TOTAL NON-AG	3,592	-	-	100,585	104,177
TOTAL EXPORTS	**2,284,129**	**293,886**	**641,510**	**212,496**	**3,432,021**

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

CALENDAR 1987

AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL	Alabama	12,011	12,212	26,227	5,838	56,288
AK	Alaska	0	427	925	439	1,791
AZ	Arizona	0	0	31	0	31
AR	Arkansas	0	2,551	26,586	7,144	36,281
CA	California	0	0	810	365	1,175
CO	Colorado	378	0	176	170	724
CT	Connecticut	0	2,049	1,682	0	3,731
DE	Delaware	0	606	16,086	168	16,860
FL	Florida	68,474	22,067	20,342	8,861	119,744
GA	Georgia	17,201	8,538	62,895	13,071	101,705
HI	Hawaii	0	10,343	2,644	0	12,987
ID	Idaho	20	1,266	4,533	649	6,468
IL	Illinois	19,625	510,281	97,978	63,802	691,686
IN	Indiana	10,124	284,517	60,152	43,506	398,299
IA	Iowa	1,810	301,530	143,165	69,434	515,939
KS	Kansas	0	249	1,968	1,501	3,718
KY	Kentucky	100	69,994	17,032	847	87,973
LA	Louisiana	10,193	41,273	54,033	6,522	112,021
ME	Maine	539	0	8,350	124	9,013
MD	Maryland	6,931	61	15,479	7,667	30,138
MA	Massachusetts	0	(222)	2,720	1,121	3,619
MI	Michigan	6,073	160,123	58,872	4,349	229,417
MN	Minnesota	1,057	143,933	233,330	14,312	392,632
MS	Mississippi	0	10,085	12,165	12,706	34,956
MO	Missouri	2,381	30,937	113,555	23,845	170,718
MT	Montana	0	125	10,987	1,043	12,155
NE	Nebraska	182	3,428	6,285	7,004	16,899
NV	Nevada	0	0	15	0	15
NH	New Hampshire	0	241	774	0	1,015
NJ	New Jersey	0	1,855	2,364	1,583	5,802
NM	New Mexico	0	0	4	0	4
NY	New York	3,383	4,686	50,483	4,593	63,145
NC	North Carolina	5,947	13,497	37,596	13,025	70,065
ND	North Dakota	0	6,734	18,946	163	25,843
OH	Ohio	13,716	262,614	160,023	18,348	454,701
OK	Oklahoma	0	206	965	698	1,869
OR	Oregon	31	3,787	14,291	446	18,555
PA	Pennsylvania	3,938	4,933	36,417	6,796	52,084
RI	Rhode Island	0	34	1,305	236	1,575
SC	South Carolina	8,076	8,464	35,493	2,490	54,523
SD	South Dakota	0	5,156	7,987	1,560	14,703
TN	Tennessee	8,127	42,439	75,240	8,392	134,198
TX	Texas	0	0	162	612	774
UT	Utah	5,646	0	5	1	5,652
VT	Vermont	0	76	2,253	385	2,714
VA	Virginia	6,748	3,066	60,842	11,058	81,714
WA	Washington	3,473	5,026	22,068	2,616	33,183
WV	West Virginia	0	2,526	611	45	3,182
WI	Wisconsin	13,151	186,732	100,289	9,280	309,452
WY	Wyoming	0	15	1,210	15	1,240
	TOTAL U.S.	229,335	2,168,460	1,628,351	376,830	4,402,976
CANADA						
AB	Alberta	246	51	29,470	2,544	32,311
BC	Brit. Columbia	37	73	1,305	59	1,474
MB	Manitoba	17	4,480	17,232	2,368	24,097
NB	New Brunswick	13	6,594	10,110	96	16,813
NF	Newfoundland	0	0	0	0	0
NS	Nova Scotia	0	0	7,063	0	7,063
ON	Ontario	169	186,236	70,927	2,350	259,682
PE	Pr.Edward Isle	0	0	11,763	0	11,763
PQ	Quebec	45	23,960	105,335	30	129,370
SK	Saskatchewan	(77)	4,280	39,773	82	44,058
	TOTAL CANADA	450	225,674	292,978	7,529	526,631
TOTAL DOMESTIC		229,785	2,394,134	1,921,329	384,359	4,929,607
EXPORT SALES		2,280,537	293,886	641,510	111,911	3,327,844
TOTAL AG SALES		2,510,322	2,688,020	2,562,839	496,270	8,257,451

POTASH & PHOSPHATE INSTITUTE
DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

CALENDAR 1987

NON-AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	78,291	-	-	22,814	101,105
AK Alaska	0	-	-	63	63
AZ Arizona	54	-	-	14	68
AR Arkansas	13	-	-	0	13
CA California	68	-	-	28	96
CO Colorado	702	-	-	0	702
CT Connecticut	40	-	-	0	40
DE Delaware	25,804	-	-	9,099	34,903
FL Florida	391	-	-	40	431
GA Georgia	23	-	-	0	23
HI Hawaii	0	-	-	0	0
ID Idaho	0	-	-	0	0
IL Illinois	863	-	-	1,496	2,359
IN Indiana	96	-	-	201	297
IA Iowa	252	-	-	46	298
KS Kansas	28	-	-	13	41
KY Kentucky	0	-	-	273	273
LA Louisiana	62	-	-	500	562
ME Maine	1,117	-	-	0	1,117
MD Maryland	0	-	-	26	26
MA Massachusetts	495	-	-	248	743
MI Michigan	754	-	-	3,108	3,862
MN Minnesota	1,294	-	-	188	1,482
MS Mississippi	0	-	-	0	0
MO Missouri	1,894	-	-	26	1,920
MT Montana	365	-	-	33	398
NE Nebraska	30	-	-	46	76
NV Nevada	0	-	-	0	0
NH New Hampshire	14	-	-	0	14
NJ New Jersey	2,066	-	-	204	2,270
NM New Mexico	0	-	-	0	0
NY New York	15,752	-	-	339	16,091
NC North Carolina	54	-	-	67	121
ND North Dakota	59	-	-	249	308
OH Ohio	18,139	-	-	44,969	63,108
OK Oklahoma	0	-	-	0	0
OR Oregon	727	-	-	0	727
PA Pennsylvania	1,818	-	-	335	2,153
RI Rhode Island	0	-	-	0	0
SC South Carolina	0	-	-	0	0
SD South Dakota	0	-	-	13	13
TN Tennessee	0	-	-	137	137
TX Texas	313	-	-	187	500
UT Utah	5,953	-	-	0	5,953
VT Vermont	0	-	-	0	0
VA Virginia	95	-	-	72	167
WA Washington	30	-	-	0	30
WV West Virginia	15	-	-	1,082	1,097
WI Wisconsin	9,110	-	-	166	9,276
WY Wyoming	29	-	-	0	29
TOTAL U.S.	166,810	-	-	86,082	252,892
CANADA					
AB Alberta	2,701	-	-	60	2,761
BC Brit. Columbia	0	-	-	0	0
MB Manitoba	26	-	-	0	26
NB New Brunswick	0	-	-	0	0
NF Newfoundland	0	-	-	0	0
NS Nova Scotia	0	-	-	0	0
ON Ontario	11,625	-	-	338	11,963
PE Pr.Edward Isle	0	-	-	0	0
PQ Quebec	1,031	-	-	13	1,044
SK Saskatchewan	3,949	-	-	4,262	8,211
TOTAL CANADA	19,332	-	-	4,673	24,005
TOTAL DOMESTIC	186,142	-	-	90,755	276,897
EXPORT SALES	3,592	-	-	100,585	104,177
TOTAL NON-AG SALES	189,734	-	-	191,340	381,074
GRAND TOTAL	**2,700,056**	**2,688,020**	**2,562,839**	**687,610**	**8,638,525**

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

CALENDAR YEARS 1987 AND 1986

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1987	1986	MINE SITE	OFFSITE	1987	1986	1987	1986
MURIATE								
Special Standard	289,276	270,848	11,303	34,587	45,890	30,791	274,177	283,092
Standard	2,163,086	1,741,916	183,441	254,306	437,747	405,484	2,130,823	1,901,565
Chemical	65,475	61,548	2,200	4,054	6,254	4,030	63,251	67,706
Coarse	2,352,888	2,136,950	72,113	240,084	312,197	506,042	2,546,733	2,187,287
Granular	2,596,898	2,457,798	127,853	234,557	362,410	511,951	2,746,439	2,571,287
Soluble	542,549	713,621	22,213	64,601	86,814	235,496	691,231	624,497
TOTAL:	8,010,172	7,382,681	419,123	832,189	1,251,312	1,693,794	8,452,654	7,635,434

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JANUARY-DECEMBER	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
MURIATE										
Special Std	120	50	268,034	235,454	-	-	-	-	268,154	235,504
Standard	229,665	274,852	2,012,503	1,688,104	140,540	91,031	415	7,755	2,383,123	2,061,742
Chemical	-	183	-	-	45,602	58,676	3,177	1,455	48,779	60,314
Coarse	2,394,134	2,105,361	293,886	254,986	-	-	-	-	2,688,020	2,360,347
Granular	1,921,329	1,872,848	641,510	499,184	-	-	-	-	2,562,839	2,372,032
Soluble	384,359	367,018	111,911	124,242	90,755	100,689	100,585	68,427	687,610	660,376
TOTAL:	4,929,607	4,620,312	3,327,844	2,801,970	276,897	250,396	104,177	77,637	8,638,525	7,750,315

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

CALENDAR YEARS 1987 AND 1986

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1987	1986	MINE SITE	OFFSITE	1987	1986	1987	1986
MURIATE								
Standard	335,878	483,619	48,424	59	48,483	161,658	447,093	480,367
Chemical	10,094	14,039	1,130	-	1,130	4,825	13,789	12,468
Coarse	153,346	102,095	3,535	-	3,535	18,607	168,418	117,382
Granular	578,289	451,318	61,994	2,543	64,537	143,065	656,589	365,604
Soluble	37,391	14,908	1,343	-	1,343	1,132	37,180	23,871
Sulphates	227,596	224,590	27,773	13,381	41,154	77,458	266,088	241,212
TOTAL:	1,342,594	1,290,569	144,199	15,983	160,182	406,745	1,589,157	1,240,904

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JANUARY-DECEMBER	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
MURIATE										
Standard	132,132	78,903	175,347	264,767	113,894	102,431	10,691	5,677	432,064	451,778
Chemical	-	201	-	41	15,746	11,465	871	238	16,617	11,945
Coarse	122,221	83,938	40,793	29,210	-	-	-	-	163,014	113,148
Granular	428,210	200,214	249,700	167,705	-	-	-	-	677,910	367,919
Soluble	19,947	11,671	3,864	2,948	10,383	9,873	-	72	34,194	24,564
Sulphates	149,144	146,155	101,806	85,585	5,405	5,128	156	80	256,511	236,948
TOTAL:	851,654	521,082	571,510	550,256	145,428	128,897	11,718	6,067	1,580,310	1,206,302

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

CALENDAR 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	934	1,344	0	0	1,801	4,079
Australia	0	0	0	0	5,331	5,331
Bolivia	0	0	2,005	0	0	2,005
Brazil	26,593	18,799	135,961	0	1,284	182,637
Chile	20,762	673	0	0	10,627	32,062
China	25,679	0	0	0	17,541	43,220
Columbia	14,482	10,215	6,007	0	4,259	34,963
Costa Rica	9,544	0	8,689	0	5,449	23,682
Dom. Republic	0	0	26,964	55	883	27,902
Ecuador	5,304	1,389	2,876	0	812	10,381
France	0	0	16,044	0	0	16,044
Guatemala	0	0	0	0	784	784
Guyana	668	0	867	0	0	1,535
Holland	0	0	11,425	0	0	11,425
Honduras	0	0	2,335	0	2	2,337
Italy	0	0	0	0	4	4
Japan	22,166	8,373	0	3,809	33,195	67,543
Korea	0	0	0	0	21	21
Malaysia	0	0	0	0	2,425	2,425
Martinique	0	0	2,645	0	763	3,408
Mexico	31,108	0	14,707	0	654	46,469
New Zealand	12	0	0	0	130	142
Pakistan	0	0	0	0	8,267	8,267
Panama	0	0	2,410	0	160	2,570
Peru	17,765	0	0	0	606	18,371
Puerto Rico	330	0	0	0	473	803
Saudi Arabia	0	0	0	0	2,605	2,605
Spain	0	0	0	0	727	727
Switzerland	0	0	2,128	0	0	2,128
Thailand	0	0	0	0	3,003	3,003
Venezuela	0	0	14,621	0	0	14,621
West Germany	0	0	16	0	0	16
TOTAL AG	175,347	40,793	249,700	3,864	101,806	571,510
NON-AGRICULTURAL						
Japan	4,015	-	-	0	0	4,015
Korea	90	-	-	0	0	90
Mexico	3,842	-	-	0	156	3,998
Puerto Rico	3	-	-	0	0	3
Sweden	278	-	-	0	0	278
West Germany	3,334	-	-	0	0	3,334
TOTAL NON-AG	11,562	-	-	0	156	11,718
TOTAL EXPORTS	**186,909**	**40,793**	**249,700**	**3,864**	**101,962**	**583,228**

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

CALENDAR 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,476	1,797	5,503	14	3,641	12,431
AK Alaska	0	0	0	0	0	0
AZ Arizona	660	0	1,288	487	160	2,595
AR Arkansas	117	917	32,507	903	458	34,902
CA California	30,631	20,597	12,818	58	10,744	74,848
CO Colorado	2,518	69	3,702	298	605	7,192
CT Connecticut	0	0	0	1	404	405
DE Delaware	0	0	0	0	417	417
FL Florida	723	240	0	0	36,921	37,884
GA Georgia	1,456	212	2,710	44	14,868	19,290
HI Hawaii	65	2,062	0	0	1,057	3,184
ID Idaho	2,463	9,376	6,715	0	56	18,610
IL Illinois	10,302	5,481	40,378	0	2,203	58,364
IN Indiana	2,508	366	5,960	0	1,799	10,633
IA Iowa	978	6,626	19,273	67	436	27,380
KS Kansas	2,051	9,046	30,406	2,057	1,246	44,806
KY Kentucky	20	731	9,938	0	4,215	14,904
LA Louisiana	3,265	2,259	11,673	4,007	144	21,348
ME Maine	0	0	0	0	605	605
MD Maryland	0	0	0	0	329	329
MA Massachusetts	0	0	0	96	432	528
MI Michigan	19	0	0	0	2,130	2,149
MN Minnesota	228	32	375	331	3,534	4,500
MS Mississippi	0	138	3,522	0	429	4,089
MO Missouri	18,400	14,397	109,632	2,786	1,051	146,266
MT Montana	91	0	210	0	18	319
NE Nebraska	2,398	1,403	8,032	32	4,722	16,587
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	114	114
NJ New Jersey	0	0	0	25	727	752
NM New Mexico	2,755	77	5,683	477	1,633	10,625
NY New York	0	0	0	0	1,782	1,782
NC North Carolina	1,352	0	125	0	6,560	8,037
ND North Dakota	0	0	0	0	0	0
OH Ohio	2,474	0	3,630	0	3,179	9,283
OK Oklahoma	2,594	1,981	18,016	338	672	23,601
OR Oregon	1,484	3,440	8,065	0	1,353	14,342
PA Pennsylvania	272	0	8,127	50	2,725	11,174
RI Rhode Island	0	0	0	0	176	176
SC South Carolina	0	0	0	46	4,892	4,938
SD South Dakota	0	78	179	0	20	277
TN Tennessee	780	47	4,623	61	1,425	6,936
TX Texas	33,720	39,856	70,666	7,769	8,192	160,203
UT Utah	1,197	322	1,355	0	22	2,896
VT Vermont	0	0	0	0	428	428
VA Virginia	0	0	0	0	2,311	2,311
WA Washington	4,729	605	2,404	0	1,199	8,937
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	121	0	359	0	3,374	3,854
WY Wyoming	285	66	336	0	144	831
TOTAL U.S.	132,132	122,221	428,210	19,947	133,552	836,062
CANADA						
AB Alberta	0	0	0	0	11	11
BC Brit. Columbia	0	0	0	0	268	268
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	647	647
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	21	21
ON Ontario -	0	0	0	0	4,027	4,027
PE Pr.Edward Isle	0	0	0	0	1,605	1,605
PQ Quebec	0	0	0	0	9,013	9,013
SK Saskatchewan	0	0	0	0	0	0
TOTAL CANADA	0	0	0	0	15,592	15,592
TOTAL DOMESTIC	132,132	122,221	428,210	19,947	149,144	851,654
EXPORT SALES	175,347	40,793	249,700	3,864	101,806	571,510
TOTAL AG SALES	307,479	163,014	677,910	23,811	250,950	1,423,164

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

CALENDAR 1987

NON-AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	3,722	-	-	0	0	3,722
AK Alaska	0	-	-	0	0	0
AZ Arizona	1,075	-	-	0	74	1,149
AR Arkansas	0	-	-	14	621	635
CA California	11,127	-	-	172	579	11,878
CO Colorado	2,780	-	-	15	12	2,807
CT Connecticut	123	-	-	0	0	123
DE Delaware	2,654	-	-	0	147	2,801
FL Florida	78	-	-	0	208	286
GA Georgia	1,069	-	-	0	417	1,486
HI Hawaii	0	-	-	0	0	0
ID Idaho	603	-	-	0	21	624
IL Illinois	220	-	-	37	0	257
IN Indiana	0	-	-	0	82	82
IA Iowa	108	-	-	0	70	178
KS Kansas	1,987	-	-	213	155	2,355
KY Kentucky	0	-	-	0	0	0
LA Louisiana	226	-	-	764	41	1,031
ME Maine	42	-	-	0	0	42
MD Maryland	34	-	-	0	152	186
MA Massachusetts	282	-	-	62	47	391
MI Michigan	8	-	-	23	56	87
MN Minnesota	15	-	-	14	0	29
MS Mississippi	43,297	-	-	39	12	43,348
MO Missouri	2,157	-	-	114	594	2,865
MT Montana	78	-	-	0	0	78
NE Nebraska	625	-	-	0	13	638
NV Nevada	1	-	-	0	267	268
NH New Hampshire	0	-	-	0	50	50
NJ New Jersey	315	-	-	0	175	490
NM New Mexico	15,919	-	-	2,845	216	18,980
NY New York	2	-	-	0	133	135
NC North Carolina	302	-	-	0	52	354
ND North Dakota	0	-	-	0	0	0
OH Ohio	96	-	-	28	20	144
OK Oklahoma	5,445	-	-	267	396	6,108
OR Oregon	586	-	-	0	0	586
PA Pennsylvania	762	-	-	0	90	852
RI Rhode Island	4	-	-	10	0	14
SC South Carolina	14	-	-	0	0	14
SD South Dakota	0	-	-	0	0	0
TN Tennessee	146	-	-	14	0	160
TX Texas	22,196	-	-	5,603	370	28,169
UT Utah	10,282	-	-	149	60	10,491
VT Vermont	0	-	-	0	0	0
VA Virginia	0	-	-	0	0	0
WA Washington	641	-	-	0	26	667
WV West Virginia	0	-	-	0	0	0
WI Wisconsin	186	-	-	0	5	191
WY Wyoming	400	-	-	0	23	423
TOTAL U.S.	129,607	-	-	10,383	5,184	145,174
CANADA						
AB Alberta	0	-	-	0	0	0
BC Brit. Columbia	0	-	-	0	0	0
MB Manitoba	0	-	-	0	0	0
NB New Brunswick	0	-	-	0	0	0
NF Newfoundland	0	-	-	0	0	0
NS Nova Scotia	0	-	-	0	0	0
ON Ontario	33	-	-	0	221	254
PE Pr.Edward Isle	0	-	-	0	0	0
PQ Quebec	0	-	-	0	0	0
SK Saskatchewan	0	-	-	0	0	0
TOTAL CANADA	33	-	-	0	221	254
TOTAL DOMESTIC	129,640	-	-	10,383	5,405	145,428
EXPORT SALES	11,562	-	-	0	156	11,718
TOTAL NON-AG SALES	141,202	-	-	10,383	5,561	157,146
GRAND TOTAL	**448,681**	**163,014**	**677,910**	**34,194**	**256,511**	**1,580,310**